

Message Text

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TO AMEMBASSY LA PAZ IMMEDIATE

AMEMBASSY BOGOTA IMMEDIATE

AMCONSUL CALI IMMEDIATE

AMEMBASSY LIMA IMMEDIATE

AMCONSUL GUAYAQUIL IMMEDIATE

AMEMBASSY QUITO IMMEDIATE

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E.O. 11652: N/A

TAGS: EINV

SUBJECT: ANDEAN INVESTMENT MISSION

1. PLEASE BE ADVISED THAT RICHARD LINDGREN, OPIC SENIOR
MANAGER, PROJECT FINANCE WILL BE JOINING THE MISSION
THROUGHOUT.

2. THE FOLLOWING ARE ADDITIONAL MISSION PARTICIPANTS:

--A. N-REN CORPORATION, 256 MCCULLOUGH STREET,
CINCINNATI, OH 45226. PHONE (513) 871-8800. COMPANY
BIOGRAPHY FOLLOWS:

N-REN CORPORATION MANUFACTURES NITROGEN-BASED CHEMICAL
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 STATE 103495

FERTILIZERS AND INDUSTRIAL GRADE CHEMICALS AT FIVE PLANT
LOCATIONS IN THE MIDWESTERN AND SOUTHWESTERN UNITED
STATES. THE COMPANY'S PRODUCTS ARE DISTRIBUTED THROUGH
A WHOLESALE MARKETING NETWORK INTO 20-25 AGRICULTURAL
STATES, AND IT PRODUCES OVER 1.5 MILLION TONS ANNUALLY OF
PRODUCTS WHICH INCLUDE ANHYDROUS AMMONIA, AMMONIUM NITRATE
AND UREA. THE COMPANY'S CORPORATE HEADQUARTERS AND U.S.

OPERATIONS ARE BASED IN CONCINNATI, OHIO.

N-REN CORPORATION ALSO SERVES AS A GENERAL, MANAGING PARTNER IN JOINT VENTURES IN WHICH IT HAS A SUBSTANTIAL INTEREST, BOTH IN THE UNITED STATES AND ABROAD, FOR THE ERECTION OF INTEGRATED CHEMICAL FERTILIZER COMPLEXES RANGING FROM 65,000 - 200,000 ANNUAL SHORT TONS CAPACITY. THE COMPANY EMPLOYS A UNIQUE CONSTRUCTION CONCEPT. SMALL TO MEDIUM SIZED FERTILIZER COMPLEXES, TAILORED TO THE INTERNAL AGRICULTURAL NEEDS OF A COUNTRY ARE BUILT USING PRE-DESIGNED, PRE-PACKAGED, SKID-MOUNTED PLANT COMPONENTS WHICH ARE ASSEMBLED AT THE CONSTRUCTION SITE. THE PRE-PACKAGED PLANT IS PRE-TESTED AND OFFERS A WIDE RANGE OF ECONOMIES, INCLUDING TIGHT CONSTRUCTION SYNCHRONIZATION WITH EARLIER "ON STREAM" RESULTS. THE COMPANY'S CONSTRUCTION MANAGEMENT EXPERIENCE AND EXPERTISE HAS BEEN DEVELOPED OVER THE PAST 25 YEARS FROM THE WELL-ESTABLISHED ROLE OF PREDECESSOR COMPANIES THAT HAVE ENGAGED IN THE ENGINEERING, DESIGN, AND CONSTRUCTION OF FERTILIZER PLANTS THROUGHOUT THE WORLD.

IN RECENT YEARS, THE COMPANY'S INVOLVEMENT IN INTERNATIONAL JOINT VENTURES FOR THE CONSTRUCTION OF INTEGRATED FERTILIZER COMPLEXES HAS BEEN DIRECTED FROM THE COMPANY'S INTERNATIONAL BRANCH IN BRUSSELS, BELGIUM. THE COMPANY IS PRESENTLY A PARTICIPANT IN AN OPERATING JOINT VENTURE FERTILIZER COMPLEX IN MAURITIUS AND IS A PARTICIPANT IN JOINT VENTURES AT VARIOUS STAGES OF DEVELOPMENT IN KENYA, SENEGAL, GABON AND THE SUDAN.

UNCLASSIFIED

UNCLASSIFIED

PAGE 03 STATE 103495

3. THE OBJECTIVE OF N-REN'S PARTICIPATION IN THE MISSION IS: N-REN'S PURPOSE IN JOINING THE ANDEAN CONFERENCE WILL BE TO ESTABLISH LIAISON IN PERU, COLOMBIA, ECUADOR AND BOLIVIA TO EXPLORE THE ESTABLISHMENT OF JOINT VENTURE COMPANIES FOR THE CONSTRUCTION AND OPERATION OF SMALL TO MEDIUM SIZED CHEMICAL FERTILIZER COMPLEXES. N-REN WOULD PREFER THE ESTABLISHMENT OF A LONG-RANGE RELATIONSHIP WHICH INVOLVES BOTH THE GOVERNMENT AND INVESTMENT FROM THE PRIVATE SECTOR. THE COMPANY HOPES TO HAVE THE OPPORTUNITY TO MEET WITH THE MINISTERS OF FINANCE, INDUSTRIAL DEVELOPMENT AND AGRICULTURE, AS WELL AS REPRESENTATIVES OF THE PRIVATE SECTOR, WHO WOULD BE POTENTIAL USERS OF FERTILIZER PRODUCTS, AND INVESTORS IN THE JOINT VENTURE.

4. N-REN COMPANY REPRESENTATIVES ARE: MR. CHARLES R. MCFADDEN, JR., VICE PRESIDENT AND DIRECTOR OF OPERATIONS FOR LATIN AMERICA - MR. MCFADDEN WILL VISIT ECUADOR AND

BOLIVIA. MR. MCFADDEN IS FLUENT IN SPANISH. MR. MICHAEL L. AINSLIE, VICE PRESIDENT ADMINISTRATION - MR. AINSLIE

WILL VISIT PERU AND COLOMBIA. MR. AINSLIE SPEAKS LIMITED SPANISH AND WILL REQUIRE ASSISTANCE. THE FOLLOWING ARE PERSONAL BIOGRAPHIES:

--MR. CHARLES MCFADDEN: MR. MCFADDEN IS A VICE PRESIDENT OF N-REN AND DIRECTOR OF OPERATIONS - LATIN AMERICA FOR N-REN INTERNATIONAL. HE IS RESPONSIBLE FOR DEVELOPMENT OF THE COMPANY'S ACTIVITIES IN CENTRAL AND SOUTH AMERICA AND HAS GENERAL RESPONSIBILITY FOR THE COMPANY FOR THE DEVELOPMENT AND NEGOTIATION OF JOINT VENTURE FERTILIZER PROJECTS. PRIOR TO JOINING N-REN, MR. MCFADDEN SERVED BETWEEN 1958-76 WITH THE INTERNATIONAL ACCOUNTING FIRM OF PEAT-MARWICK, MITCHELL & CO. AS THE AREA PARTNER FOR LATIN AMERICA OPERATIONS. HE ESTABLISHED THE FIRM'S OFF-UNCLASSIFIED

UNCLASSIFIED

PAGE 04 STATE 103495

ICES IN A NUMBER OF LATIN AMERICAN COUNTRIES. MR. MCFADDEN SERVED WITH THE LATIN AMERICAN OPERATIONS OF PRICE WATERHOUSE & CO. AND UNITED FRUIT PRIOR TO HIS ASSOCIATION WITH PEAT MARWICK.

--MR. MICHAEL AINSLIE: MICHAEL L. AINSLIE IS A DIRECTOR OF N-REN. HE HAS EXECUTIVE RESPONSIBILITY FOR THE COORDINATION OF ALL ASPECTS OF NEW PROJECTS, AND THE INTERNAL DEVELOPMENT OF ADMINISTRATIVE AND MANAGEMENT CONTROLS FOR THE COMPANY. HE ALSO SERVES AS A MEMBER OF THE EXECUTIVE OFFICE OF THE PRESIDENT AND HAS GENERAL EXECUTIVE RESPONSIBILITY IN ALL ASPECTS OF THE COMPANY'S DOMESTIC AND INTERNATIONAL ACTIVITIES. MR. AINSLIE, BORN 1943, RECEIVED A BA IN ECONOMICS FROM VANDERBILT UNIVERSITY IN 1965, AND AN MBA FROM HARVARD BUSINESS SCHOOL IN 1968. FROM 1968 TO 1971, HE WAS ASSOCIATED WITH MCKINSEY & CO. BETWEEN 1971 AND 1975 MR. AINSLIE SERVED IN THE POSITIONS OF VICE PRESIDENT - FINANCE, EXECUTIVE VICE PRESIDENT, AND PRESIDENT, RESPECTIVELY, OF THE PALMAS DEL MAR CO. IN PUERTO RICO, A WHOLLY-OWNED SUBSIDIARY OF THE SEA PINES CO. (HILTON HEAD, SC), WHERE HE HEADED THE DEVELOPMENT OF A 2750-ACRE RESORT AND RESIDENTIAL COMMUNITY.

5. COOK CHOCOLATE COMPANY, SUBSIDIARY OF WORLDS FINEST, 2521 W. 48TH STREET, CHICAGO, IL 60632 (312-847-4600). COMPANY BIOGRAPHY AS FOLLOWS:

WORLD'S FINEST CHOCOLATE INC. IS A BASIC CHOCOLATE MANUFACTURER DOING EVERYTHING FROM THE IMPORTATION OF THE COCOA BEANS ON THROUGH TO THE FINISHED COCOA AND

CHOCOLATE PRODUCTS. THE CONSUMER DIVISION MAKES WORLD'S
FINEST CHOCOLATE FOR FUND RAISING GROUPS SUCH AS SCHOOLS,
CHURCHES, AND BENEVOLENT SOCIETIES AND GROUPS. THE BULK

DIVISION SELLS COCOA AND CHOCOLATE TO BAKERIES, DAIRIES,
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PAGE 05 STATE 103495

ICE CREAM PLANTS AND CANDY MANUFACTURERS. WORLD'S FINEST
CHOCOLATE INC HAS PLANTS IN CHICAGO, COMPELLFORD, ONTARIO
AND SYDNEY, AUSTRALIA.

6. OBJECTIVE: WORLD'S FINEST CHOCOLATE INC. IS INTERESTED
IN CONTACTING COCOA AND CHOCOLATE COMPANIES IN THE
COUNTRIES THEY ARE VISITING. THEY WOULD BE INTERESTED IN
MEETING COCOA AND CHOCOLATE ASSOCIATIONS OR MINISTRIES
OF AGRICULTURE WITH THE IDEA OF EXCHANGING INFORMATION
THAT WOULD ENCOURAGE THE PRODUCERS TO GROW MORE COCOA.
THE WORLD PRODUCTION OF COCOA IS DIMINISHING AND THEY
WOULD LIKE TO HELP REVERSE THAT SITUATION. THEY WOULD ALSO
BE INTERESTED IN TALKING WITH OTHER CHOCOLATE MANUFACTUR-
ERS WITH THE THOUGHT IN MIND OF WORKING OUT A JOINT VENTURE
CONVERTING COCOA BEANS INTO COCOA BUTTER, CHOCOLATE LIQUOR
AND COCOA POWDER AND CAKE.

7. COOK CHOCOLATE REPRESENTATIVE IS MR. EDWARD FLYNN,
EXECUTIVE VICE PRESIDENT. MR. FLYNN'S BIOGRAPHY FOLLOWS:

HE IS EXECUTIVE VICE PRESIDENT OF WORLD'S FINEST
CHOCOLATE INC. HE WAS THE COMPANY'S FIRST EMPLOYEE
AND HAS BEEN WITH THE COMPANY SINCE IT STARTED IN 1935 -
42 YEARS AGO. HE HANDLES BULK SALES IN ADDITION TO TOP
EXECUTIVE AND MANAGEMENT DUTIES. HE IS A GRADUATE OF
LOYOLA UNIVERSITY OF CHICAGO, COLUMBIA UNIVERSITY
EXECUTIVE TRAINING COURSE. HE WAS A SUPPLY CORPS OFFICER
IN THE NAVY DURING WORLD WAR II.

8. WORLDWIDE HOUSING SYSTEMS, INC., SUBSIDIARY OF
ROYAL PALM BEACH COLONY INC., 8080 NE 5TH AVENUE,
MIAMI, FLA 33138 (305-757-2711). ATTENDEES WILL BE
MR. RAUL PLANAS, PRESIDENT AND SERAFIN LEAL. INFORMATION
WILL BE SENT WHEN RECEIVED ON THIS ORGANIZATION. CHRISTOPHER

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